
From: Tammy Condon
Sent: Thursday, November 11, 2010 9:34 PM
To: 'Dale Miller'
Subject: RE: Received E-Rate 470- Clarification Request- St Joseph County Public Library

Dale,

Thank you for your reply. Please submit your proposal based on the 470 information provided. No further information will be provided.

Thank you
Tammy Condon

From: Dale Miller [mailto:dmiller@trumpetnetworks.com]
Sent: Thursday, November 11, 2010 12:05 PM
To: Tammy Condon
Subject: Received E-Rate 470- Clarification Request- St Joseph County Public Library

Dear Ms. Condon:

I handle E-Rate issues for our company, and I am writing to briefly clarify the basis for our request for additional information in connection with the email exchange below.

Trumpet Networks respects and appreciates your effort to maintain a level playing field. To clarify, we are not seeking information that is not provided to other bidders. Assuming, however, that there is an incumbent provider, the playing field is not level, because the incumbent necessarily has essential information that is not available to competitive bidders, because the Form 470, while admittedly similar to many other Form 470s, does not provide a number of data points that are essential to permit competitive bidders to prepare valid bids.

For example, the Form 470 requests quotations for WAN connectivity. Competitive providers cannot accurately quote WAN connectivity without knowing the addresses of the locations to be connected. The incumbent provider obviously has this information. The Form 470 merely lists a PO box. We can guess which locations may be involved by researching the library's website, but, respectfully, we should not be required to guess. We can be more accurate if we have actual addresses. Likewise, we or any other WAN provider can provide a more accurate quote if we know the library's preference for bandwidth at each location, particularly if it requires more bandwidth at some locations than others. With respect to the library's voice service, hosted VoIP providers like ourselves will need to know the number of locations and approximate number of phones at each location to ensure that we can accurately determine the correct infrastructure for each location. Again, the incumbent would have this information.

In an effort to ensure the full and fair distribution of relevant information, I have seen other schools prepare a set of FAQs containing all of the service provider questions and all of the answers provided. This is promptly updated and distributed to all prospective bidders that have inquired about providing a bid. This approach would help the library to ensure that it receives more complete competitive quotations and may very well help the library to obtain better service at a lower cost.

Thank you for your consideration of these requests. We would be glad to list our specific questions in an email, which, when combined with your responses, would provide the basis for FAQs that could be distributed to all prospective bidders.

Sincerely,

Dale Miller


Dale T. Miller

Direct: 847-579-5210

Fax: 877-808-7850

dmiller@trumpetnetworks.com

www.trumpetnetworks.com

 **Trumpet Networks**

100 Tri-State International Center, Ste 260

Lincolnshire, IL 60069-4418

From: Sara Webb [<mailto:swebb@trumpetnetworks.com>]

Sent: Thursday, November 11, 2010 9:54 AM

To: Dale Miller

Subject: FW: Received E-Rate 470- Clarification Request- St Joseph County Public Library

Dale,

Can you please address this? This was the information on the form and I do not have enough information to provide an accurate quote.

(Telephone Service - Local service on 1+/- ISDN T-1 PRI with 110+/- regular phone lines to 10 +/- eligible locations) (Telephone Service - LD service on 1+/- ISDN PRI and 110 +/- regular lines to 10 +/- eligible locations) (Telephone Service - Cellular

(Internet Access - Leased fiber WAN up to 100+/- Mbps to 10 +/- eligible locations with internet gateway of 100+/- Mbps. The on-premise equipment is to be owned, controlled, and maintained by service provider. WAN is to be independent of building LAN.)

Thanks,

Sara

Sara Webb


Direct: 847-579-5215

Mobile: 847-530-3930

Fax: 877-808-7850

swebb@trumpetnetworks.com

www.trumpetnetworks.com

 **Trumpet Networks**

100 Tri-State International Center, Ste 260

Lincolnshire, IL 60069-4418

From: Tammy Condon [<mailto:tammy@admtec.com>]

Sent: Wednesday, November 10, 2010 6:18 PM

To: Sara Webb

Subject: RE: Received E-Rate 470- Clarification Request

Hello Sara,

Thank you for interest. In order to keep a fair and competitive bidding process (or in order to keep a level playing field) we ask that you submit a proposal based on the information found on the 470

Tammy Condon

AdTec, Inc

<http://admtec.com/>

PO Box 1453

Granger, IN 46530

(574) 387-4731 Office
(574) 298-6889 Cellular
(281) 664-3734 Fax

From: Sara Webb [<mailto:swebb@trumpetnetworks.com>]
Sent: Wednesday, November 10, 2010 12:31 PM
To: Tammy Condon
Subject: Received E-Rate 470- Clarification Request

Hello Tammy

My Name is Sara Webb and I represent Trumpet Networks. Trumpet Networks specializes in providing network connectivity (wired and wireless), advanced voice services (VoIP) and network infrastructure to the Education sector while continuing to have your budget top of mind. We have been able to provide these services for on average a savings of 40% from our competitors.

After reviewing your client's Form 470 I have additional questions that need clarification so I may accurately provide a competitive bid. I would like to request 15-30 minutes of your time via conference call to review. Would Wednesday or Thursday of next week work better for your schedule to review?

I look forward to working with you.

Warm Regards,

Sara Webb

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